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3. The estimated total profit for division Kabel during 1954 was 120,000,000 schillings. One-third of this profit was provided by the Wiener Kabel- und Metallwerke.<sup>2</sup> Afa-Varta, which has no trouble finding markets for its products, earned 12,000,000 schillings of the profit.
4. The commercial office of the electrical equipment industries (~~Shabskytrontor Kabel~~) is the Ein- und Verkaufsabteilung der Elektroindustrie (EVA), Weachelstrasse 1, Vienna II.<sup>3</sup> This office sells products of Kabel and acts as a purchaser for the division in procuring some items. Originally set up at a time when USIA was earning money on the Austrian market, EVA was then empowered to make domestic sales only and there is a standing USIA order that all such sales by Kabel firms should be made through EVA. This order has never been applied effectively; Kabel plants have always been able to conclude deals on their own and, at present, probably do more domestic business on their own than through EVA.<sup>4</sup>
5. The procurement activities of EVA include illegal purchases. Much of EVA's activity is devoted to black-market buying.
6. Since the promotion of non-Orbit exports by USIA started, in 1954, EVA has also been empowered to promote export sales. The transactions which it can conclude, however, are limited to sales in which payment is made in foreign currency. Should EVA's traders turn up a potential compensation transaction in the course of their promotion, the deal would have to be turned over to the Central Commercial Bureau of USIA to be concluded.<sup>5</sup>

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Comment. In addition to the firms in paragraph 2 above, the official list of USIA products names the following Kabel firms: Ariadne, Vienna XXI; Elin, Vienna XXV; Eisenbahnsignalwerke, Vienna XX; Osram, Vienna XXV; Haeusermann, Gars am Kamp; and Sichtermann, Vienna XXV.

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Comment. Wiener Kabel's high profit is in part attributable to the fact that it sells within the Felten and Guillaume cartel.

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Comment. The firm Elektro-Export, at the same address, is probably a part of EVA.                      it was either a part of EVA or was another term for EVA.

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Comment. Approximately 30 percent of the domestic sales of the firm AEG Union go through EVA.

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Comment. The explanation given for this is that the Central Commercial Bureau has the greater market knowledge which is required for compensation trade.

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